Point Foundation 1990 Financial Statement
Provisional (11 months actual plus December estimated)

SUMMARY P & L	$ Before Overhead Allocation	$ After Rough Overhead Allocation
OPERATIONS		
WER Net (1)	162,753	2,473
Book sales (net)	12,621	5,252
Ecolog (net)	13,078	2,024
Chronicle column (net)	3,644	-41
Miscellaneous income	7,413	5,571
Interest income	5,893	5,893
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Net before G & A	205,402	\ V /
G & A (2)	-195,730	\ V /
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POINT NET FROM OPERATIONS	9,672	21,172 *
WHOLE EARTH INSTITUTE (net) (3)	19,160	

* $11,500 of G & A is treated as a Point investment in WEI to help it go, hence the $11,500 is not allocated to operating areas.

(1)-Detail on Whole Earth Review	Amount $
Subscription income	491,929
Change in Subscription Liability	-100,000
Newsstand--national	87,993
Newsstand--local	86,875
WER Unclassifieds	7,991
WER mailing list rental	24,851
Donations	11,747
Back issue sales	13,492

Total sales	624,879
Newsstand exp	-19,649
Credit card exp	-3,795
Payroll	-193,279
Printing and pre-press exp	-112,912
Circulation, promotion & renewal exp	-49,436
Fulfillment exp	-34,302
Writers, contributors, misc. edit. exp	-37,658
Production exp	-7,932
Mailing list rental exp	-3,164

Total expenses	-462,126
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WER net	162,753

(2)-Detail on G & A expenses

G & A payroll (3+ people and staff mtg time)	-83,833
Payroll-related costs	-43,190
Rent	-41,755
Equipment & supplies	-13,000
Postage, telephone & FAX	-15,548
Utilities	-3,251
Taxes & insurance (non-payroll related)	-3,770
Bank, miscellaneous expenses	-8,884
Total G & A expenses	-213,230
G & A billed to projects	17,500
G & A net expense	-195,730

(3)-Detail on Whole Earth Institute

	Amount $
Donations to WEI	50,267
Fund raising payroll	-14,000
Fund raising expenses	-6,570
Cyberthon revenues	91,865
Cyberthon expenses	-101,660
Marin Comm Fdn (MCF) grant	5,000
MCF grant library project expenses	-5,657
WEI Misc. (net)	-85
WEI net	19,160

Summary for all of Point Foundation

Total revenues	1,013,320
Total expenses	884,488
Net (pure cash basis)	128,832
Change in subscription liability	-100,000
Net (modified cash basis)	28,832
Less Depreciation	? ? ?
Plus Gain on investment	? ? ?
Change in Fund Balance	28,832
Beginning Fund Balance	-423,294
Ending Fund Balance	-394,462